

## Message Text

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PAGE 01 JIDDA 05426 241154Z

ACTION COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-08 /031 W

-----036167 241756Z /43

R 240900Z JUL 78

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 2813

INFO USLO RIYADH

AMCONSUL DHAHRAN

AMEMBASSY ATHENS

UNCLAS JIDDA 5426

ATHENS FOR RTDO

E.O. 11652:N/A

TAGS: EIND, EINV, EQIP, BBAK, SA

SUBJ: "BUY SAUDI" PROGRAM INTENSIFIES: RELEASE OF NEW LIST OF  
APPROVED DOMESTIC MANUFACTURERS

1. MINISTRY OF INDUSTRY AND ENERGY IS DISTRIBUTING ARABIC - LANGUAGE  
LIST OF NINETY-THREE DOMESTIC MANUFACTURERS WHOSE PRODUCTS ARE  
DEEMED "SUITABLE" FOR GOVERNMENT PURCHASES.

2. THIS LIST, WHICH REPORTEDLY WILL BE UPDATED EVERY SIX MONTHS,  
IS BEING DISTRIBUTED TO ALL SAG MINISTRIES AND AGENCIES AND TO  
PRIVATE FIRMS (PARTICULARLY CONSULTANTS) WHICH SPECIFY OR PROCURE  
PRODUCTS FOR SAG, WITH INSTRUCTIONS THAT LISTED FIRMS SHOULD BE  
GIVEN PRIORITY OVER OTHER SUPPLIERS, DOMESTIC OR FOREIGN, IF COST OR  
QUALITY VARIES NO MORE THAN FIFTEEN OR TWENTY PERCENT OVER COMPETING  
PRODUCTS.

3. SAG-APPROVED PRODUCTS LIST INCLUDES FOODSTUFFS (10 FIRMS),  
ANIMAL FODDER (5) MINERALWATER (2) FURNITURE (5) "ENGINEERING"  
PRODUCTS (2) BUILDING MATERIALS (9) TEXTILES (7) PAPER (12),  
CHEMICAL PRODUCTS (11) PREFABRICATED HOUSES (6), PAINTS (7)

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METAL ROAD GUARD RAILS (1) METAL INDUSTRIES (15) LIST PROVIDES DATA  
ON EACH FIRM INCLUDING PRODUCTION CAPACITY.

4. COMMENT: "BUY SAUDI" PROGRAM WAS ANNOUNCED LATE LAST YEAR BY  
MINISTRY OF INDUSTRY AND ENERGY CIRCULAR LETTER SENT TO CONSULTANTS  
TO SAG AND TO SAUDI GOVERNMENT TECHNICAL DEPARTMENTS (SEE 77 JIDDA  
A-119). IT IS BUT ONE OF SEVERAL AIDS AND INCENTIVES GIVEN BY SAG

TO ENCOURAGE DOMESTIC INDUSTRY, INCLUDING BLANKET PREFERENCE TO SAUDI MANUFACTURERES GIVEN IN SAG TENDERS REGULATIONS, AND SAG RULE REQUIRING CONTRACTORS TO BUT BUILDING MATERIALS SUCH AS AGGREGATE AND BUILDING BLOCKS LOCALLY RATHER THAN SET UP OWN ON-SITE MANUFACTURIES.

MOST LISTED PRODUCTS DO NOT SEEM INJURIOUS TO U.S. TRADERS. INDEED, AT LEAST FOUR U.S. JOINT VENTURES OR LICENSEES (ANACONDA, STERLING DRUG, SHERWIN WILLIAMS PAINT AND SOULE STEEL STRUCTURES) ARE INCLUDED IN THE MINISTRY'S LIST.

5. EMBASSY WILL TRANSLATE AND POUCH COMPLETE LIST OF APPROVED DOMESTIC MANUFACTURERES.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** IMPORTS, INVESTMENT PROGRAMS, DEVELOPMENT PROGRAMS  
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**Copy:** SINGLE  
**Draft Date:** 24 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
Sheryl P. Walter  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014